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us a letter and we will answer it.

The Tobacco Marketing Situation

The Campaign of the Tobacco Growers of Virginia for co-operative markets has already won a majority of the growers in five counties, Bedford, Buckingham, Charlotte, Mecklenburg, and Powhatan all report that fifty per cent of their growers have signed their declaration of independence, in the form of the Growers' Marketing Agreement and Contract.

No event of recent years, except the war, has so aroused Tobacco Growers of Virginia as the present movement of the growers to be masters of their own fate, by marketing their products through cooperative sales.

Thoughtful bankers, merchants, business men and State officials are helping the farmers now as never before. Many are actively engaged in the campaign for signatures to the contract of the Tobacco Growers' Cooperative Association. Many others have expressed their confidence in the plan and its success.

Among the letters of approval which have come to those who head the movement for fair markets none is more significant than that of a leader in the State who worked tobacco in the fields as soon as he was large enough to hold a hoe, and knows wherof no speaks.

All tobacco growers who hesitate to sign the contract should read the following letter of Dr. A. W. Drinkard, Jr., Director of the Virginia Agricultural Experiment Station.

Mr. M. O. Wilson,
Campaign Manager,
Keyesville, Va.

Dear Sir:
I received today your request for my views on the plan and contract of the Tobacco Growers' Cooperative Association. I hasten to reply that I endorse without reservation both the plan and the contract. I will do everything in my power to promote this enterprise which I regard as vital to the best interests of our farmers.

In the early stages of the organization plan, you will recall that I counseled conservative measures to the end that nothing should be undertaken that was not in keeping with sound business and sound public policy, for which reasons the work of these committees commands itself to all who have studied these reports. The plan, as you see, seems to me to be the best that has yet been suggested for aiding farmers in handling the business side of tobacco growing. These plans furnish a basis for assembling the products, standardization of grades, orderly scaling and proper distribution of the products.

Three groups of people are concerned in the tobacco industry, namely, consumers, growers and intermediary factors (including manufacturers and middlemen) who take the main articles of commerce to the consumer. The interests of the three groups are bound up together. The intermediary factors are no less important than the growers, for everyone recognizes the fact that tobacco in the state does not find a ready market among consumers. Since there is a close interrelation between growers and middlemen, there should also be good will, sympathetic understanding, and mutual forbearance between these groups. Cooperation should take the place of distrust. Confidence should be substituted for distrust. It is a question of applying the old doctrine of "live and let live." Neither growers nor intermediary factors, nor both together, can monopolize the field; for the group or combination of factors decides what to do.

How would you like to see what Irvin Norwood (Ra) saw?

"One customer told me that after one long hard day he had to go to bed dead tired. How many more need he be told? He doesn't know. Remember that road fast and dead slow don't pay off."

Sold and guaranteed by
Chas. F. James,
Appomattox Hardware Co.

ARMENIAN NATION LOOKS TO U. S. FOR SUCCOR FROM DEATH*

Edwin M. Bulkley, Financier and Philanthropist, Defines Near East Relief Work.

New York.—"There is no spot on the globe today where there is more desperate and hopeless suffering than in Armenia," said Edwin M. Bulkley, who has just been elected chairman of the board of trustees of Near East Relief, declared today. Mr. Bulkley succeeds last Alton L. Parker, who died as head of the Armenian relief organization.

"We have contributed so much

to the relief of Armenia that our

concern is now responsible for the

entire cost of the relief work,"

said Mr. Bulkley.

The men who are now devot-

ing their energies to the orga-

nization of the tobacco grow-

ers have in hand a very im-

portant enterprise. It is a big job

and a big job, because

it represents a great eco-

nomic interest in the tobacco

growing states; difficult, be-

cause the farmers are scattered

over such a wide territory.

The purposes of the organiza-

tion are worthy of the strongest

efforts of strong men

who are willing to give the

time and energy of their

lives to the cause.

"Elsewhere," Mr. Bulkley continued, "there is famine, that tears at our hearts, and there is hopeless suffering that tears at our hearts. But in Armenia it is starvation alone that the people face—starvation coming after six years

of war and pestilence.

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